

## GOED Board Meeting Minutes

September 13, 2012 • 10:00 a.m.

Amer Sports

2030 Lincoln Avenue, Ogden

<b>Members Present:</b>	Mel Lavitt, Mike Dowse, Amy Anderson, Molonai Hola, Brent Brown, Stefanie Bevans, Kate Riggs (phone), Cliff White (phone)
<b>Staff:</b>	Christopher M. Conabee, Jenni Osman, Sophia DiCaro, Spencer P. Eccles, Eric Nay, Zachary Derr, Ron Andrus, Riley Cutler, Michael Sullivan
<b>Visitors:</b>	Bill Loos, Todd Brightwell, Ben Hart, Marshal Moore, Derek Mellus, Kirk Ririe, Monty Botosan, Beth Colosimo, Sarah Stettler, James Patterson, Wayne Clark, Flint Hollingsworth, Teri Klug, Mickey Beavers, Blake Modersitzki, Nate Rogers, Brad Johnson, Brice Wallace, Larry Beddome, Michael Conley

### Welcome

Mel Lavitt welcomed everyone to the September 6, 2012 Board meeting.

Mike Dowse, President of Amer Sports and GOED Board member gave a brief overview of his company and how they have grown in the past five years. He discussed the many different brands that Amer Sports works with and what products each brand carries. He also talked about why they chose Utah as their place for business and how the support of the city and State helped make that decision.

Spencer P. Eccles, Executive Director of GOED swore in the newest GOED Board member Stefanie H. Bevans. She has taken the place of Lowry Snow. Stefanie gave a brief background of her experience in the workforce and her family activities.

### Approval of the August 9, 2012 Minutes

**MOTION: Molonai Hola moved to approve the minutes of August 9, 2012 GOED Board Meeting minutes.**

**Mike Dowse seconded the motion. Motion was carried unanimously.**

### EDZONE – Xactware Solutions Incorporated

Establish an Economic Development Zone for the purpose of supporting the new location of Xactware Solutions, Incorporated in Lehi, Utah.

**MOTION: Brent Brown moved to approve the creation of an Economic Development Zone for Lehi City of the Traverse Mountain Commercial Technology Park area, in support of their letter of request detailing the boundaries of the Traverse Mountain Commercial Technology Park, inclusive of the Xactware Solutions Incorporated facilities. Mike Dowse seconded the motion. Motion was carried unanimously.**

**Amy Anderson recused herself from the vote, her parent company and Xactware's are the same.**

### EDTIF – Vexxel Composites LLC

#### Project Highlights

- Timeline: 2013
- Target Industry: Composites/ Military /Aerospace
- Proposed Location: Box Elder County
- Capital Investment: \$ 4,000,000

#### Jobs and Revenue

- 101 FTE's
- Vexxel Composites LLC provides all full time permanent employees with comprehensive health benefits and retirement benefits
- New State Wages over 5 years: \$ 21,082,477
- New State Revenue over 5 years: \$ 1,687,884
  - Withholding: \$ 790,593
  - Sales: \$ 70,461
  - Corporate: \$ 826,831

**MOTION: Amy Anderson moved to approve for Vexxel Composites LLC a \$337,577 EDTIF post-performance refundable tax credit which represents an amount equal to 20% of new state revenue for 5 years. Brent Brown seconded the motion. Motion was carried unanimously.**

- Total EDTIF not to exceed \$337,577 EDTIF post-performance refundable tax credit
- Annual EDTIF incentive amount based on 20% of qualified new incremental state tax revenues generated and receipted in the previous calendar year
- Total incentive not to exceed 20% of qualified new incremental state tax revenues over 5 years with a contractual recapture provision for any excess funds paid to the company
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 100% of the Box Elder County average wage
- Must commit to keep operation in Utah for the length of the incentive period 5 years
- Incentives are site specific and subject to local incentive participation
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for the company to be eligible for the incentive
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for the incentive

Wayne Clark thanked the GOED Board for their support and the support from Box Elder county in helping them make their decision.

#### **EDTIF – BioFire Diagnostics, Inc.**

##### **Project Highlights**

- Timeline: Currently ongoing
- Target Industry: Life Sciences
- Proposed Location: Salt Lake County
- Capital Investment: \$ 40-50M

##### **Jobs and Revenue**

- 657 FTE's
- BioFire Diagnostics, Inc. provides all full time permanent employees with comprehensive health benefits and retirement benefits
- New State Wages over 20 years: \$ 718,135,774
- New State Revenue over 20 years: \$ 97,747,954
  - Withholding: \$ 26,930,092
  - Sales: \$ 9,139,372
  - Corporate: \$ 61,678,491

**MOTION: Mike Dowse moved to approve for BioFire Diagnostics, Inc a \$24,436,989 EDTIF post-performance refundable tax credit which represents an amount equal to 25% of new state revenue for 20 years. Brent Brown seconded the motion. Motion was carried unanimously.**

- Total EDTIF not to exceed \$24,436,989 EDTIF post-performance refundable tax credit
- Annual EDTIF incentive amount based on 25% of qualified new incremental state tax revenues generated and receipted in the previous calendar year
- Total incentive not to exceed 25% of qualified new incremental state tax revenues over 20 years with a contractual recapture provision for any excess funds paid to the company
- Must meet new qualified employment projections, employee headcount at the stated wage % criteria at 50% for each project year
- Annual total project average salary of new employees (not each new position, this is an aggregate annual number) to be at least 125% of the Salt Lake County average wage
- Must commit to keep operation in Utah for the length of the incentive period 20 years
- Incentives are site specific and subject to local incentive participation
- Local incentive proposal must be presented and approved by the GOED Incentives Committee in order for the company to be eligible for the incentive
- Only new state revenue and new jobs created after the GOED Board final approval date are eligible for the incentive

Kirk Ririe thanked the GOED Board for their support and the state of Utah. He gave a brief overview of what his company helps with and also what they are currently working on now.

**MPIF – “Haunt”**

Project Highlights

- Category: Feature Film
- Genre: Horror/Thriller
- Director: Mac Carter
- Producers: Paul Hanson, Sasha Shapiro, Anton Lessine

Utah Jobs and Revenue

- Estimated Cast: 12
- Estimated Cast Average Salary: \$1,250/day
- Estimated Crew: 82
- Estimated Crew Average Salary: \$360/day
- Estimated Extras: 45
- Estimated Extras Average Salary: \$102/day
- Length of Film Production: 20 days
- Estimated Spend: \$1,900,000

Project Schedule

- Prep: October 1, 2012 – November 9, 2012
- Principal Photography: November 12, 2012 – December 12, 2012
- Wrap: January 2, 2012 – May 10, 2012

Motion Picture Advisory Committee Recommendation

Approved by the Motion Picture Advisory Committee (MPAC) September 5, 2012.

**MOTION: Amy Anderson moved to approve for Attic Door Productions, LLC a Motion Picture Incentive Program post-performance tax credit of no less than \$380,000 (which represents 20% of dollars left in state) and up to \$475,000 (which represents 25% of the dollars left in state) for the production of ‘Haunt’. Molonai Hola seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the incentive
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval
- Attic Door Productions, LLC may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$475,000 (25% of the dollars left in state).

**MPIF – “Granite Flats”**

Project Highlights

- Category: Television Series
- Genre: Family Drama
- Director: Scott H. Swofford
- Producer: Jeff T. Miller

Utah Jobs and Revenue

- Estimated Cast: 25
- Estimated Cast Average Salary: \$842/day
- Estimated Crew: 65
- Estimated Crew Average Salary: \$350/day
- Estimated Extras: 300
- Estimated Extras Average Salary: \$110/day
- Length of Film Production: 30 days

- Estimated Spend: \$2,749,000

Project Schedule

- Prep: October 1, 2012 – October 14, 2012
- Principal Photography: October 15, 2012 – November 16, 2012
- Wrap: November 16, 2012 – December 31, 2012

Motion Picture Advisory Committee Recommendation

Approved by the Motion Picture Advisory Committee (MPAC) September 5, 2012.

**MOTION: Amy Anderson moved to approve for Vineyard Productions a Motion Picture Incentive Program post-performance tax credit of no less than \$549,800 (which represents 20% of dollars left in state) and up to \$687,300 (which represents 25% of the dollars left in state) for the production of ‘Granite Flats’. Kate Riggs seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the incentive
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval
- Vineyard Productions may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor’s Office of Economic Development and the Utah Film Commission. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$687,300 (25% of the dollars left in state).

**MPIF – “Aquabats! Supershow!”**

Project Highlights

- Category: Television Series
- Genre: Family
- Director: Jason DeVilliers, TBD
- Producer: Nate Rogers, Jon Berrett

Utah Jobs and Revenue

- Estimated Cast: 25
- Estimated Cast Average Salary: \$200/day
- Estimated Crew: 55
- Estimated Crew Average Salary: \$250/day
- Estimated Extras: 100
- Estimated Extras Average Salary: \$0-100/day
- Length of Film Production: 25 days
- Estimated Spend: \$1,420,700

Project Schedule

- Prep: September 3, 2012 – October 12, 2012
- Principal Photography: October 15, 2012 – November 16, 2012
- Wrap: November 19, 2012 – March 1, 2012

Motion Picture Advisory Committee Recommendation

Approved by the Motion Picture Advisory Committee (MPAC) September 5, 2012.

**MOTION: Amy Anderson moved to approve for Batmagic! a Motion Picture Incentive Program post-performance cash rebate of no less than \$284,200 (which represents 20% of dollars left in state) and up to \$355,200 (which represents 25% of the dollars left in state) for the production of ‘Aquabats! Supershow!’. Brent Brown seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing
- Must meet \$1,000,000 minimum dollars left in state to be eligible for the incentive
- Dollars left in state start date no earlier than 30 days prior to the Governor’s Office of Economic Development Board of Directors approval

- Batmagic! may be eligible for an additional 5% incentive upon verification of meeting the criteria as adopted by the GOED Board and administered by the Governor's Office of Economic Development and the Utah Film Commission. Total incentive with this condition, if all terms are met to the satisfaction of the Utah Film Commission, shall not exceed \$355,200 (25% of the dollars left in state).

Nate Rogers the producer gave a brief overview of some of the projects he has done in the past and why he likes to work in Utah. He thanked everyone for their continued support.

#### **MPIF – "My Turn on Earth"**

##### Project Highlights

- Category: Feature Film
- Genre: Family Drama
- Director: Michael Flynn
- Producers: Michael Flynn, Shelly Bingham Husk

##### Utah Jobs and Revenue

- Estimated Cast: 14-20
- Estimated Cast Average Salary: \$400/day
- Estimated Crew: 15-25
- Estimated Crew Average Salary: \$350/day
- Estimated Extras: 10-25
- Estimated Extras Average Salary: \$100/day
- Length of Film Production: 15 days
- Estimated Spend: \$438,000

##### Project Schedule

- Prep: December 28, 2012 – January 2, 2013
- Principal Photography: January 5, 2013 – January 21, 2013
- Wrap: January 21, 2013 – January 22, 2013

Motion Picture Advisory Committee Recommendation  
Approved by the Utah Film Commission September 4, 2012.

**MOTION: Amy Anderson moved to approve for My Turn on Earth, The Movie, LLC a \$65,700 MPIP post-performance cash rebate which represents 15% of dollars left in state for the production of 'My Turn on Earth'. Mike Dowse seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing.
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive.
- At least 85% of the productions cast/crew must be Utah Residents and/or Utah Students.

#### **MPIF – "Friend Request"**

##### Project Highlights

- Category: Feature Film
- Genre: Thriller
- Director: Mario DeAngelis, Jason Falasco
- Producers: Mario DeAngelis, Brad Johnson

##### Utah Jobs and Revenue

- Estimated Cast: 17
- Estimated Cast Average Salary: \$750/day
- Estimated Crew: 50
- Estimated Crew Average Salary: \$250/day
- Estimated Extras: 200
- Estimated Extras Average Salary: \$50/day
- Length of Film Production: 19 days

- Estimated Spend: \$350,000

## Project Schedule

- Prep: July 1, 2012 – August 28, 2012
- Principal Photography: August 28, 2012 – September 20, 2012
- Wrap: September 28, 2012 – November 30, 2012

Motion Picture Advisory Committee Recommendation  
Approved by the Utah Film Commission September 4, 2012.

**MOTION: Amy Anderson moved to approve for Front Gate Films, LLC a \$52,500 MPIP post-performance cash rebate which represents 15% of dollars left in state for the production of 'Friend Request'. Stefanie Bevans seconded the motion. Motion was carried unanimously.**

- Incentive offer based on receipt of a complete MPIP application including a script and proof of financing.
- Must meet \$200,000 minimum dollars left in state to be eligible for the incentive.
- At least 85% of the productions cast/crew must be Utah Residents and/or Utah Students.

## Rocky Mountain Power Presentation

Mickey Beavers from Rocky Mountain Power, Economic Development Manager gave an update on the history of the power industry and also the impact that power has on every individual's life. Their organization has been around for 100 years and there are many challenges after all its years in the industry, the competition and also regulations are the main ones.

## Pelion Venture Partners Presentation

Blake Modersitzki gave an update on the venture capital market and also how funding is trending. He spoke briefly on where Utah falls in the country. There are three main things that they look at before they back a company with funding. The first is the technology (can you built a big company out of this), the second is how big the market is and the last is the people.

## GOED Update

Spencer P. Eccles, Executive Director, gave an update on Smart Schools. They have now gone through the Board of Education and met with the schools. They have also gone through the audit to look at all of the equipment that will be going into the schools. They think they will be able to deploy the first of October. He welcomed Stefanie Bevans to the GOED Board and is excited that we will have a St. George representative. He also announced that we will have another Board member joining, Lorena Riffo-Jenson. Budget submissions were submitted to the Governor's office. There will be a legislative day on November 15<sup>th</sup> and the Board is always invited, the information will follow soon. There will be a sales training soon with Brent Brown. He spoke briefly on the trade missions approaching in December.

## Incentives Update

Christopher M. Conabee, Managing Director of Corporate Recruitment and Business Services, gave an update on the Incentives Program regarding new and existing projects.

## EDCU Update

Todd Brightwell, Vice President of Business Development at EDCUtah, presented on the status of current and upcoming projects in the pipeline. He spoke briefly on the EDCU Annual meeting where they will be celebrating their 25<sup>th</sup> year on September 27<sup>th</sup> at noon.

Meeting adjourned.